To Our Partners in Economic Development:

If I could only use one word to wrap up 2014 it would be “amazing.” We have had the pleasure of working with businesses across the region, in all stages and sectors, providing a wide range of services. Once again our business development team set a new client record which topped out at nearly 400!

Throughout the following pages you will see glimpses of some of the businesses we served, our awards and certifications, the resources expended to make it all happen and most importantly the impact these efforts have on our regional wealth which at the end of the day is the goal of any successful economic development strategy.

This past year, we also received our reaccreditation as an Accredited Economic Development Organization (AEDO) from the International Economic Development Council (IEDC). This assures you, our partners, that we have the knowledge and expertise to provide ED services, do so in a professional and ethical manner and use the resources that you provide us with efficiently and effectively.

On behalf of the staff and board of directors, I would like to thank you for your continued commitment to economic development and the LSCP. We do none of this alone. You, our partners and stakeholders, play an integral role by sharing your resources, knowledge and networks with us. You continue to invest in our community by choosing to do business here and by sharing the Marquette County story with the world.

I hope you enjoy this review of 2014 and are as eager as the LSCP to take on 2015.

Respectfully,

Amy J. Clickner
Chief Executive Officer

Lake Superior Community Partnership’s mission is to stimulate and sustain a vibrant regional economy by facilitating economic growth and prosperity.

Core Values

LEADERSHIP
Consistently lead economic development efforts across the region, leveraging its staff, resources and partners to spearhead major project efforts, secure collaborative support for key initiatives and deliver measurable value to its constituents.

EXPERTISE
Regionally recognized and respected for its economic development expertise, its track record of delivering tangible results and its highly capable, credible staff.

FOCUS
Maximize its positive impact on the region by remaining clearly and consistently focused on its core economic development mission, and by relentlessly pursuing its carefully crafted, publicly stated agenda.

INTEGRITY
Consistently earn the respect and trust of its clients, partners and peers by acting with honesty, integrity and professionalism in all business dealings.
Highlights from 2014

Jan
- Plus One recognizes 48 Marquette County businesses who added new positions in 2013
- Dave Aro and Upper Peninsula Home Health, Hospice, & Private Duty win Distinguished Service Awards

Feb
- Clickner awarded recertification in Certified Economic Developer Designation

Mar
- 11th Line Tech class graduates
- Brownfield Redevelopment and Taxation Seminar

Apr
- Public Relations seminar with Pure Michigan Business Connect
- Clicker awarded recertification in Certified Economic Developer Designation

May
- LSLA graduates 16th class
- Economic Modeling Specialist International Certification

Jun
- Ambassadors travel to Lansing, along with Delta County Task Force representatives, to meet with government officials

Jul
- Launch of SizeUp, a Business Intelligence Tool and partner benefit
- Clicker receives Michigan Economic Developers Association (MEDA) medalist award

Aug
- Clicker re-elected to International Economic Development Council (IEDC) Board of Directors
- Presented with the Excellence in Economic Development award for our website from the IEDC

Sep
- LSCP receives reaccreditation as an Accredited Economic Development Organization (AEDO)

Oct
- Business Development team set a record for client visits

Nov
- Clicker re-elected to the MEDA board of directors

Dec
- 11th Line Tech class graduates
- Clickner awarded recertification in Certified Economic Developer Designation
2015 Budget

**Income**
- Dues: $241,539
- Government Service Fees: 56,235
- Contracts: 136,580
- Fundraising & Services: 133,230
- Grants & Other: 92,825
- Total Income: $660,409

**Expenses**
- Staff: 451,688
- Operations: 54,297
- Programs: 154,236
- Total Expense: $660,221
- Net Income: $188
Economic Development

The LSCP provides a full range of business development services that address the challenges and opportunities that businesses face in all stages of their development. The economic development team works collaboratively with public and private sector partners in assisting our business development clients.

The LSCP provided assistance to 396 clients seeking economic development services. The following types of services were provided to these clients:

- 260 - General business development/Consulting
- 294 - Retention of existing businesses
- 81 - Business financing
- 115 - Business plan development
- 58 - Site location services
- 73 - Marketing assistance
- 333 - Information and Tech assistance
- 31 - Talent Development

Economic Development Corporation

The LSCP provides support and staff to the Economic Development Corporation (EDC) of Marquette County, who holds and administers a revolving loan fund to provide capital to businesses not served by traditional lending sources.

The EDC loan fund served eight clients in 2014 with over $890,000 in loan proceeds, which supported over 234 jobs in Marquette County.
In 2014, our clients invested $34,626,161 in Marquette County. A few of these clients include:

- **Cognition Brewing Company**: Hired 3, adding 7 more jobs in 2015
- **UP Health System Marquette**: Expansion and 31 new jobs
- **Marquette Cinemas**: Opened in Spring 2014, 35 new jobs
- **CrossFit 906**: Expansion and 2 new jobs
- **Superior Rehabilitation & Professional Services**: Expansion and 5 new jobs
- **Biogenic Reagents**: Expansion and 31 new jobs

Thank you to our Superior Partner:

www.marquette.org

Over $280 Million Investment announced in 2014
Career Day - Pathways to your Future:

Northern Michigan University, Lake Superior Partners in Education and Marquette-Alger Regional Educational Service Agency partnered once again to host Career Day in which 752 high school students attended. They were able to explore different career choices with 105 presenters. The event brought volunteers from businesses, government and community organizations to share information regarding job skills, training and a look at opportunities in their careers.

Electrical Line Technician School:

This program is a partnership between Northern Michigan University, the Midwest Skills Development Center and the Lake Superior Community Partnership Foundation. The nine month program trains students to install, maintain and operate electrical systems which supply electric energy to customers. Currently, approximately 80% of the program’s graduates are successfully employed.

Geometry in Construction:

This program began at Ishpeming High School with a group of students who are co-taught by both a geometry and a construction teacher. In applying the construction and geometry concepts together, the class is able to grasp the subjects in a nontraditional way. This program will be piloted at other schools in the Upper Peninsula. In 2014, 30 students continued in the program and as of December 2014 they were attaining above average grades.

Assistant in promoting 52 different jobs throughout the year to assist companies with filling their open positions

Integrated Designs
Iron Range Agency
JM Longyear
Lasco
A. Lindberg & Sons
Marquette Board of Light & Power
mBank
The Mining Journal
Northern Michigan University
Northern Tire, Inc
Oasis Fuel
Range Bank

Semco Energy
TriMedia Environmental & Engineering
U.P. Catholic Credit Union
U.P. Health System - Marquette
U.P. Home Health, Hospice, & Private Duty
Upper Peninsula Health Plan
Upper Peninsula Power Company
VAST
Veridea Group
WE Energies
Wells Fargo
Wolverine Power Company
The LSCP strives to stay educated and informed. Below is a list of accreditations our staff members have and awards/designations we’ve worked to achieve:

**Lake Superior Community Partnership**
- Accredited Economic Development Organization (AEDO)
- Silver Medal Award from IEDC for General Purpose Website
- Lead for Region 1 of the Collaborative Development Council

**Staff Credentials**
- International Economic Development Council - board member
- Certified Economic Developer
- Certified Global Business Professional
- Certified Fund Raising Manager
- Certified Economic Gardening Specialist
- Michigan Economic Development Association - board and committee members
- Economic Modeling Specialists International Certification

At the LSCP, we feel it is important to give back to our community. Below is a list of the ways we stay involved.

- 40 Below Marquette County Young Professionals - board member, committee members, members
- Evergreen Awards - selection committee
- Iron Ore Industry Museum - treasurer
- Ishpeming-Negaunee Rotary Club - member
- Kiwanis Club of Marquette - members
- Lake Superior Leadership Academy - current student, graduates
- Marquette Breakfast Rotary - member
- Marquette County Economic Club - members
- Marquette Symphony Orchestra - vice president, treasurer
- MooseWood Nature Center - board member
- Northern Michigan University Student Leader Fellowship Program - mentor
- TruNorth Credit Union - supervisory committee
- Career Tech Committee - member
**Government Relations**

- Government Relations Committee adopted 2014 Policy Agenda
  - Regulatory
  - Infrastructure
  - Talent
- Northern Michigan Chamber Alliance Member
- Mackinac Policy Conference Planning Committee Member
- Mackinac Policy Conference Attendee
- West Michigan Policy Conference Attendee
  - “I am Rural, Hear me Roar” presented at Michigan Municipal League Conference
- Marquette County Ambassadors
  - Lansing Trip with Delta County Task Force (25 meetings)
  - U.P. 200 Legislative Reception (approximately 150 in attendance)

**LSCP Policy Issues:**

<table>
<thead>
<tr>
<th>Bill Number</th>
<th>Summary</th>
<th>LSCP</th>
<th>Successful?</th>
</tr>
</thead>
<tbody>
<tr>
<td>HB 5719</td>
<td>Provides for the official designation of the Michigan State Fair</td>
<td>Supported</td>
<td>Passed by House</td>
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<td>IECC</td>
<td>Product preference for synthetic foam sheathing</td>
<td>Opposed</td>
<td></td>
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<tr>
<td>SB 1097</td>
<td>Allows for the expansion SmartZones with school tax capture from 3 zones to 9 zones</td>
<td>Supported</td>
<td>Passed by Senate</td>
</tr>
<tr>
<td>HB 4363</td>
<td>Would prohibit the use of video conferencing for any meeting that is subject to the Open Meetings Act</td>
<td>Opposed</td>
<td>Passed by House</td>
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<tr>
<td>WOTC</td>
<td>Permanent extension of the work opportunity tax credit</td>
<td>Supported</td>
<td></td>
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<tr>
<td>HB 4237</td>
<td>Colocation of wireless communications equipment on the public safety communications infrastructure owned and operated by the State</td>
<td>Supported</td>
<td></td>
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<tr>
<td>SB1150</td>
<td>Modify gross vehicle weight limits to 80,000 pounds from 164,000</td>
<td>Opposed</td>
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<td>Act 453 of 1976-Elliot Larson Act</td>
<td>Updating Michigan’s Elliott-Larsen Civil Rights Act (ELCRA) to include sexual orientation and gender identity continues to gain strength today</td>
<td>Supported</td>
<td></td>
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<tr>
<td>Farm to School</td>
<td>Marquette County Health Department seeks funding to support school districts in developing a Farm to School plan</td>
<td>Supported</td>
<td></td>
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<tr>
<td>Superior Trade Zone</td>
<td>Coordination, marketing, and economic development incentives that are crucial to support business growth and new investment</td>
<td>Supported</td>
<td></td>
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<tr>
<td>Personal Property Tax</td>
<td>Three provisions: a small taxpayer exemption; an exemption for eligible manufacturing property; and an essential service assessment</td>
<td>Supported</td>
<td></td>
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</tbody>
</table>
Ribbon Cutting
The LSCP and Marquette County Ambassadors celebrated 50 Marquette County companies with ribbon cuttings and ground breaking ceremonies in 2014.

River Valley Bank celebrated the beginning of renovations at their Third Street location.

Marquette Board of Light and Power celebrated their 125 year anniversay.

The Casa Calabria celebrated their newly renovated restaurant.

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Regional Wealth

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<thead>
<tr>
<th></th>
<th>Increase from '09 to '13</th>
<th>2013</th>
<th>2012</th>
<th>2011</th>
<th>2010</th>
<th>2009</th>
</tr>
</thead>
<tbody>
<tr>
<td>Population</td>
<td>2.49%</td>
<td>68,416</td>
<td>67,930</td>
<td>67,570</td>
<td>67,141</td>
<td>66,751</td>
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<tr>
<td>Property Tax Revenue</td>
<td>17.04%</td>
<td>$81,438,468</td>
<td>$80,375,036</td>
<td>$73,239,080</td>
<td>$70,610,007</td>
<td>$69,584,273</td>
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<tr>
<td>Median Household Income</td>
<td>9.05%</td>
<td>$45,011</td>
<td>$45,149</td>
<td>$41,130</td>
<td>$44,684</td>
<td>$41,275</td>
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<tr>
<td>Per Capita Income</td>
<td>14.05%</td>
<td>$24,529</td>
<td>$22,621</td>
<td>$21,669</td>
<td>$23,044</td>
<td>$21,507</td>
</tr>
<tr>
<td>Median Home Sales</td>
<td>10.26%</td>
<td>$130,000</td>
<td>$129,000</td>
<td>$118,000</td>
<td>$126,900</td>
<td>$117,900</td>
</tr>
<tr>
<td>Number of Home Sales</td>
<td>24.07%</td>
<td>634</td>
<td>619</td>
<td>535</td>
<td>575</td>
<td>511</td>
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Thank you to our Superior Partner: up Health System Marquette
A Duke Lifepoint Hospital

www.marquette.org
ECONOMIC DEVELOPMENT IS THE PLANNED, LONG TERM EFFORT TO IMPROVE THE OVERALL ECONOMIC HEALTH OF THE COMMUNITY AND IMPROVEMENT OF SOCIETAL WEALTH.

THE REGION’S LEADING RESOURCE FOR ECONOMIC DEVELOPMENT